

**COST PROPOSAL FOR THE  
CITY OF FONTANA  
REQUEST FOR PROPOSALS  
FOR BODY WORN  
CAMERAS  
SP-98-PD-17**

**Submitted by:**

**Axon Enterprise, Inc.**



**17800 North 85<sup>th</sup> Street  
Scottsdale, AZ 85255  
800.978.2737  
May 11, 2017**

## 2.12 PRICING

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Axon is providing two body worn camera program options below. The first option is a variable-cost program called the Basic Plan. The other is a fixed-cost plan called the Officer Safety Plan. Both plans have unique benefits and flexibility enabling Fontana PD to choose the option that best meets their goals and budget. Please see below for budget details and narratives on the Basic and Officer Safety Plans.

The information below outlines details and descriptions related to Quote Q-113835. Sections are grouped and titled as HARDWARE, SOFTWARE / STORAGE, and SERVICES for each year of the five-year term. Please note the descriptions below will vary from the actual quote in an effort to provide more clarity around each line item. The information below follows the exact same order as the line items appearing on the official quote.

This quote is for Axon's Basic Plan – it includes body cameras and accessories, basic access to Evidence.Com, limited storage, and the TASER Assurance Plan. This is a VARIABLE-cost plan as Fontana PD may incur additional storage costs during the term if they exceed their purchased/allotted storage amount.

Note we have quoted the Axon Body 2 (center mass camera) below, however Fontana PD may prefer the Axon Flex 2 (point of view camera) for certain officers (i.e. SWAT, motors, etc.) As such, we have provided additional guidance on our Axon Flex 2 pricing where applicable.

### Budget Detail

**1. Indicate initial and annual costs to deploy and maintain the system. Provide cost breakdown to distinguish services, hardware, software, licensing, and maintenance as appropriate.**

#### Year 1 Hardware

Quantity	Item #	Description	Net Unit Price	Net Total
200	74001	Axon Body 2 Body Camera (center-mass camera)	\$399.00	\$79,800.00
200	74020	Mount 1 - Flexible Magnet Mount	\$0	\$0
200	74021	Mount 2- Thick Outerwear Magnet Mount	\$0	\$0
200	11553	Sync / Charging Cable	\$0	\$0

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34	74008	Six-Bay Docking Stations	\$1,495.00	\$50,830.00
34	70033	Docking Station Wall Mounts	\$0	\$0
		<b>Year 1 Hardware Total</b>		<b>\$130,630.00</b>

**Year 1 Total**

Description	Total
Hardware	\$130,630.00
Software / Storage	\$20,790.00
Services	\$48,144.00
Estimated Shipping & Handling Cost (listed at bottom of quote)	\$1,306.30
Estimated Year 1 Tax Amount	\$15,466.22
<b>Total Year 1 Cost</b>	<b>\$216,336.52</b>

**Years 2, 3, 4 and 5 Software / Storage and Services**

Quantity	Item #	Description	Net Unit Price	Net Total
200	80013 80014 80015 80016	Basic Evidence.Com Licenses	\$180.00	\$36,000
2,000	85110	Included Storage (10GB per basic license)	\$0	\$0
5	80023 80024 80025 80026	Professional Evidence.Com Licenses	\$468.00	\$2,340.00
150	85110	Included Storage (30GB per professional license)	\$0	\$0
200	85070	Body Cam TASER Assurance Plan Annual Payment	\$204.00	\$40,800.00
34	87026	Docking Station TASER Assurance Plan Annual Payment	\$216.00	\$7,344.00
18,000	85035	Additional Storage (18,000 GB)	\$0.75	\$13,500.00
205	85100	CAD Integration License	\$180.00	\$36,900.00
		Estimated Tax Amount in Years 2,3,4, and 5		\$9,562.26
		<b>Annual Payment in Years 2, 3, 4, and 5</b>		<b>\$146,446.26</b>

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### Spares

Quantity	Item #	Description	Net Unit Price	Net Total
6	74001	Axon Body 2 Body Camera (center-mass camera)	\$0	\$0
6	74020	Mount 1 - Flexible Magnet Mount	\$0	\$0
6	74021	Mount 2- Thick Outerwear Magnet Mount	\$0	\$0
6	11553	Sync / Charging Cable	\$0	\$0

### Annual Totals

Year	Description	Total
1	Hardware, Software, Services	<b>\$216,336.52</b>
2	Software, Services ONLY	<b>\$146,446.26</b>
3	Software, Services ONLY	<b>\$146,446.26</b>
4	Software, Services ONLY	<b>\$146,446.26</b>
5	Software, Services ONLY	<b>\$146,446.26</b>
	<b>Total</b>	<b>\$802,121.56</b>

## Budget Narrative

### 1. Clearly describe every category of expense listed in the Budget Detail.

The hardware section of this quote includes 200 Axon Body 2 cameras at no cost – each camera comes with 2 mounts (also at no cost). Users can individually choose the type of mounts they would like OR Fontana PD can select mounts on behalf of the agency – all Axon mounting options can be found in the Mounting Options section of our response above. Each device also comes with a USB Sync Cable that can be used to charge the camera and offload / view / categorize video through the MDT/MDC.

This quote also includes 34 six-bay docking stations to enable officers to charge their camera, offload video, and update the device firmware. Finally, we've included 34 docking station wall-mounts to enable Fontana PD to easily mount the docking stations at eye-level in an organized and easy-to-use manner.

Note if Fontana PD opts to move forward with the Axon Flex 2 camera, the price for the device is \$599. It also includes two mounts for the DVR / camera (usually worn

at eye or shoulder level) + one mount for the controller pack (usually worn on the duty belt).

### **Software Pricing**

The Software / Storage section of the quote includes 200 Basic Evidence.Com licenses that will enable officers to upload, store, and review video captured on their Axon device(s). We have WAIVED the Evidence.Com licensing cost for Year 1 of the term. Each Basic license includes 10GB of storage which totals 2,000 GB for 200 users (at no additional cost).

We have also included an additional 18,000 GB (normally \$0.75 per GB, WAIVED for Year 1 of the term) to provide a total of 200,000 GB for Fontana PD (100 GB per camera user); this is the average storage-need we see across all agencies in the United States. If this plan is selected, we will work closely with Fontana PD to define more granular storage needs based on shift length, average shifts worked per officer, and evidence retention policies.

We have also included 5 additional Professional Licenses. Agencies tend to grant these types of licenses to system administrators, evidence technicians, and other users who need access to Evidence.Com but don't need or carry a camera – these licenses are optional but are certainly recommended for a successful deployment. The Professional License include 30 GB of storage per user for a total of 150 additional GB's of pooled storage for Fontana PD. Please note that storage is 'pooled' at the agency level rather than on a per-user basis. In total, this quote provides 20,150 GB of storage for Fontana PD.

Finally, the quote includes 205 integration licenses to connect Fontana PD's Computer Aided Dispatch (CAD) system to Evidence.com – this integration will automatically categorize videos that are uploaded to Evidence.com. The list price for the integration is \$180 per user per year, however we have discounted the Year 1 amount to \$90 per user.

## **Services Pricing**

The third component to the Year-1 pricing structure is "Services". This section includes:

- **TASER Assurance Plan (TAP) for each of your 200 devices**
  - Body Camera TAP includes end-to-end, no-questions-asked warranties on every camera, mount, and battery in your inventory for the life of the term
  - It also includes 'equipment-refreshes' in the middle (month 30) and at the end (month 60) of the term. This ensures Fontana PD always has the most up-to-date hardware and technology available
- **Docking Station TAP for your 34 docking stations**
  - Includes end-to-end, no-questions-asked warranties on every dock
  - It also includes 'equipment-refreshes' in the middle (month 30) and at the end (month 60) of the term. This ensures Fontana PD always has the most up-to-date hardware and technology available
- **Deployment and training**
  - Cost WAIVED
  - Our Professional Services Organization will travel to Fontana PD at a mutually agreed upon time to support (for up to 4 days) the deployment, training, and configuration of your new Body Worn program

## **Spares**

Axon provides one (1) spare camera (at no cost) for every 30 cameras in the field. This will enable Fontana PD to easily replace and assign cameras prior to an officer's shift if needed.

## **Out Years Pricing**

Years 2, 3, 4, and 5 have identical pricing structures for ongoing software, storage, and services. Please note that multiple items #'s appearing in the same cell designate the same item in years 2, 3, 4, and 5 of the term. The Software/Storage and Services section in years 2-5 include:

- 200 Basic licenses
  - included storage (10 GB per user / 2,000 GB pooled)
- 5 Professional licenses
  - included storage (30 GB per user / 150 GB pooled)
- 200 Body Cam TAP
- 34 Docking Station TAP

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- 18,000 GB of additional pooled storage
- 200 CAD Integration licenses

**Additional features included in the quote, not mentioned above:**

- Axon View Mobile Application – iOS and Android application to live stream and manually tag / categorize videos in the field
- Axon Capture Mobile Application – iOS and Android devices can capture additional video, photos, and audio witness statements – data automatically uploads to Evidence.Com via LTE or WiFi.
  - Replace and save budget on standalone digital cameras and voice recorders
- Integration and sharing with San Bernardino County DA's office
  - San Bernardino DA's office has standardized licenses on Evidence.Com
- Integration and sharing with surrounding agencies already using Evidence.Com
- Axon University online learning management system
  - Includes instructional videos and continuing education related to Axon Body Worn cameras, Evidence.Com features, and online access to Customer Support

**2. Explain any aspects of the purchase system not otherwise covered in the agreement. Include any equipment refresh, support user licenses, professional services, or any other provisions. Include the costs associated with expanding the fleet or user base and the method for activating and paying for these increases.**

All aspects of the purchase system are referenced in our quotes including equipment refresh options and Professional Services options. If Fontana PD needs additional cameras or licenses for any reason during the term please reference the Axon Price Lists attached at the end of this proposal.

# Axon Enterprise, Inc.

Protect Life.

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Scottsdale, Arizona 85255  
United States  
Phone: (800) 978-2737  
Fax:

**Sid Lambert**  
(909) 350-7678  
slambert@fontana.org



## Quotation

**Quote:** Q-113835-3

**Date:** 5/9/2017 7:05 PM

**Quote Expiration:** 9/1/2017

**Contract Start Date\*:** 7/1/2017

**Contract Term:** 5 years

## AX Account Number:

107236

**Bill To:**  
Fontana Police Dept. - CA  
17005 Upland Avenue  
Fontana, CA 92335  
US

**Ship To:**  
Sid Lambert  
Fontana Police Dept. - CA  
17005 Upland Avenue  
Fontana, CA 92335  
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Ben Rubke	(415) 314-9573	brubke@axon.com	Fedex - Ground	Net 30

\*Note this will vary based on the shipment date of the product.

Year 1

Due Net 30

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	USD 399.00	USD 79,800.00
200	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	USD 0.00	USD 0.00
200	74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	USD 0.00	USD 0.00
200	11553	SYNC CABLE, USB A TO 2.5MM	USD 0.00	USD 0.00
34	74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	USD 1,495.00	USD 50,830.00
34	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	USD 0.00	USD 0.00
200	80012	BASIC EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	USD 0.00	USD 0.00
2,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
18,000	85035	EVIDENCE.COM STORAGE	USD 0.00	USD 0.00
200	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 40,800.00
34	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 7,344.00
1	85055	AXON FULL SERVICE	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
205	80052	CAD/RMS SERVICE ADD-ON: YEAR 1 PAYMENT	USD 90.00	USD 18,450.00
			Year 1 Tax Amount:	USD 15,466.22
			Year 1 Discount:	USD 84,140.00
			Year 1 Net Amount Due Including Taxes:	USD 215,030.22

Spares

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
6	74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	USD 0.00	USD 0.00
6	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	USD 0.00	USD 0.00
6	74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	USD 0.00	USD 0.00
6	11553	SYNC CABLE, USB A TO 2.5MM	USD 0.00	USD 0.00
			Spares Tax Amount:	USD 0.00
			Spares Net Amount Due Including Taxes:	USD 0.00

Year 2

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80013	BASIC EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	USD 180.00	USD 36,000.00
2,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
200	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 40,800.00
34	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 7,344.00
18,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 13,500.00
205	80053	CAD/RMS SERVICE ADD-ON: YEAR 2 PAYMENT	USD 180.00	USD 36,900.00
			Year 2 Tax Amount:	USD 9,562.26
			Year 2 Net Amount Due Including Taxes:	USD 146,446.26

Year 3

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80014	BASIC EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	USD 180.00	USD 36,000.00
2,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
200	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 40,800.00
34	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 7,344.00
18,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 13,500.00
205	80054	CAD/RMS SERVICE ADD-ON: YEAR 3 PAYMENT	USD 180.00	USD 36,900.00
			Year 3 Tax Amount:	USD 9,562.26
			Year 3 Net Amount Due Including Taxes:	USD 146,446.26

Year 4

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80015	BASIC EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	USD 180.00	USD 36,000.00
2,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
5	80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
200	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 40,800.00
34	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 7,344.00
18,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 13,500.00
205	80055	CAD/RMS SERVICE ADD-ON: YEAR 4 PAYMENT	USD 180.00	USD 36,900.00
			<b>Year 4 Tax Amount:</b>	USD 9,562.26
			<b>Year 4 Net Amount Due Including Taxes:</b>	USD 146,446.26

Year 5

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80016	BASIC EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	USD 180.00	USD 36,000.00
2,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
200	85070	TASER ASSURANCE PLAN ANNUAL PAYMENT, BODYCAM	USD 204.00	USD 40,800.00
34	87026	TASER ASSURANCE PLAN DOCK 2 ANNUAL PAYMENT	USD 216.00	USD 7,344.00
18,000	85035	EVIDENCE.COM STORAGE	USD 0.75	USD 13,500.00
205	80056	CAD/RMS SERVICE ADD-ON: YEAR 5 PAYMENT	USD 180.00	USD 36,900.00
			<b>Year 5 Tax Amount:</b>	USD 9,562.26
			<b>Year 5 Net Amount Due Including Taxes:</b>	USD 146,446.26

<b>Subtotal</b>	USD 747,100.00
<b>Estimated Shipping &amp; Handling Cost</b>	USD 1,306.30
<b>Estimated Tax</b>	USD 53,715.26
<b>Grand Total</b>	USD 802,121.56

## Axon Body 2 Shipping

Axon Body 2 is available for delivery between 8-10 weeks after purchase date. You will be notified if there are any delays. Axon reserves the right to make product changes without notice.

## Axon Enterprise, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and Axon's Master Services and Purchasing Agreement posted at [www.axon.com/legal](http://www.axon.com/legal). You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Name (Print):** \_\_\_\_\_ **Title:** \_\_\_\_\_  
**PO# (if needed):** \_\_\_\_\_

Quote: Q-113835-3

Please sign and email to Ben Rubke at brubke@axon.com or fax to

THANK YOU FOR YOUR BUSINESS!

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## 2.12 PRICING

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The information below outlines additional detail and descriptions related to Quote Q-113829-1. Sections are grouped and titled as HARDWARE, SOFTWARE / STORAGE, and SERVICES for each year of the five-year term. Please note the descriptions below will vary from the actual quote in an effort to provide more clarity around each line item. The information below follows the exact same order as the line items appearing on the official quote.

This quote is for Axon's Officer Safety Plan (OSP) – it includes body cameras and accessories, professional access to Evidence.com, unlimited HD storage, the TASER Assurance Plan, and a CEW Smart Weapon for each user. This is a FIXED-cost plan as Fontana PD would not incur any additional costs under this quote during the five-year term.

Note, we have quoted the Axon Body 2 (center mass camera) below, however Fontana PD may prefer the Axon Flex 2 (point of view camera) for certain officers (i.e. SWAT, motors, etc.) As such, we have provided additional guidance on our Axon Flex 2 pricing where applicable.

### Budget Detail

**1. Indicate initial and annual costs to deploy and maintain the system. Provide cost breakdown to distinguish services, hardware, software, licensing, and maintenance as appropriate.**

#### Year 1 Hardware

Quantity	Item #	Description	Net Unit Price	Net Total
200	74001	Axon Body 2 Body Camera (center-mass camera)	\$0	\$0
200	74020	Mount 1 - Flexible Magnet Mount	\$0	\$0
200	74021	Mount 2- Thick Outerwear Magnet Mount	\$0	\$0
200	11553	Sync / Charging Cable	\$0	\$0
34	74008	Six-Bay Docking Stations	\$1,495.00	\$50,830.00
34	70033	Docking Station Wall Mounts	\$35.00	\$1,190.00
200	11003	Yellow X26P CEW Smart Weapon	\$0	\$0

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200	22501	Right Handed X26P Holsters	\$0	\$0
200	70116	Signal Performance Power Magazines (PPM, signal)	\$0	\$0
200	22013	X26P dataport download kit	\$0	\$0
		<b>Year 1 Hardware Total</b>		<b>\$52,020.00</b>

### Year 1 Total

Description	Total
Hardware	\$52,020.00
Software / Storage	\$237,600.00
Services	\$0
Estimated Shipping & Handling Cost (listed at bottom of quote)	1,671.18
Estimated Tax Amount	\$22,445.56
<b>Year 1 Total</b>	<b>\$313,736.74</b>

### Years 2, 3, 4, and 5 Software / Storage and Services

Quantity	Item #	Description	Net Unit Price	Net Total
200	80076 80077 80078 80079	Officer Safety Plan Annual Payment	\$1,188.00	\$237,600.00
8000	85110	Included Unlimited HD Storage	\$0	\$0
5	80023 80024 80025 80026	Professional Evidence.Com Licenses	\$468.00	\$2,340.00
150	85110	Included Storage (30GB per professional license)	\$0	\$0
205	85100	CAD Integration License	\$0	\$0
		Estimated Tax Amount in Years 2,3,4, and 5		\$18,595.35
		<b>Annual Payment in Years 2, 3, 4, and 5</b>		<b>\$258,535.35</b>

### Spares

Quantity	Item #	Description	Net Unit Price	Net Total
6	74001	Axon Body 2 Body Camera (center-mass camera)	\$0	\$0
6	74020	Mount 1 - Flexible Magnet Mount	\$0	\$0
6	74021	Mount 2- Thick Outerwear Magnet Mount	\$0	\$0
6	11553	Sync / Charging Cable	\$0	\$0

## Annual Totals

Year	Description	Total
1	Hardware, Software, Services (+ Estimated Tax / Shipping)	\$313,736.74
2	Software, Services ONLY (+Estimated Tax)	\$258,535.35
3	Software, Services ONLY(+ Estimated Tax)	\$258,535.35
4	Software, Services ONLY(+ Estimated Tax)	\$258,535.35
5	Software, Services ONLY (+ Estimated Tax)	\$258,535.35
	<b>Total</b>	<b>\$1,347,878.14</b>

## Budget Narrative

### **1. Clearly describe every category of expense listed in the Budget Detail.**

The hardware section of this quote includes 200 Axon Body 2 cameras at no cost – each camera comes with 2 mounts (also at no cost). Users can individually choose the type of mounts they would like OR Fontana PD can select mounts on behalf of the agency – all Axon mounting options can be found in the Mounting Options section of our response above. Each device also comes with a USB Sync Cable that can be used to charge the camera and offload / view / categorize video through the MDT/MDC.

This quote also includes 34 six-bay docking stations to enable officers to charge their camera, offload video, and update the device firmware. We have included 34 docking station wall-mounts to enable Fontana PD to easily mount the docking stations at eye-level in an organized and easy-to-use manner.

Finally, the quote includes 200 X26P Smart Weapons to replace aging TASER / CEW weapons for Fontana PD. Each CEW includes a holster, battery, dataport download kit for retrieving and storing CEW firing logs, and a four-year extended warranty (included in the services section below). Note the battery /power magazine listed above (70116) is Axon's signal enabled battery. This system will automatically activate the Axon Body 2 and /or Axon Flex 2 when the CEW is armed. If other batteries are preferred (i.e. XPPM) we will adjust the quote based on Fontana PD's preference.

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Fontana PD may opt to include more or fewer weapons based on current / actual CEW inventory. Officer Safety Plan licenses without weapons are \$948 per year vs. the \$1,188 referenced above. Many agencies we work with are in various states of CEW updates so splitting the number of weapons vs. non-weapons licenses is easily supported, thus driving down the total cost of ownership for Fontana PD.

Note if Fontana PD opts to move forward with the Axon Flex 2 camera, the same waived camera pricing applies. The Axon Flex 2 includes two mounts for the DVR / camera (usually worn at eye or shoulder level) + one mount for the controller pack (usually worn on the duty belt).

### **Software / Storage Pricing**

The Software / Storage section of the quote includes 200 Officer Safety Plan licenses which include:

- Professional access to Evidence.com – see attached reference guide for full list of features
- TASER Assurance Plan for all body cameras / accessories + Docking Stations
  - Includes end-to-end, no-questions-asked warranty on all devices for the entire term.
  - Includes upgrades on all devices (including docking stations) in the middle (month 30) and at the end (month 60) of the term.
    - Early device upgrades are available under the Officer Safety Plan (not available on Basic Plan)
- Unlimited HD video storage for all Axon Devices (including Axon Capture mobile app)
- 40 GB per user of additional non-axon storage for other digital media
  - A total of 7,200 GB of additional digital evidence storage
- One TASER CEW with holster, dataport kit, battery, and extended warranty (referenced in hardware section above)

We have also included 5 additional Professional Licenses. Agencies tend to grant these types of licenses to system administrators, evidence technicians, and other users who need access to Evidence.com but don't need or carry a camera – these licenses are optional but are certainly recommended for a successful deployment. The Professional License include 30 GB of storage per user for a total of 150 additional GB's of pooled storage for Fontana PD. We have waived the cost of Professional Licenses for Year 1 of the term.

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Finally, the quote includes 205 integration licenses to connect Fontana PD's Computer Aided Dispatch (CAD) system to Evidence.Com – this integration will automatically categorize videos that are uploaded to Evidence.Com. The list price for the integration is \$180 per user per year however this cost is being WAIVED for the entire term.

### **Services Pricing**

Year 1 services include:

- Extended warranty for the CEW Smart Weapons listed above
  - Warranty is included within the Officer Safety Plan license
  - Note the CEW warranty is an EXTENDED warranty beyond the one-year manufacturer warranty for full five-year coverage
- Onsite training and deployment services for up to 4-days
  - Cost WAIVED

### **Spares**

Axon provides one (1) spare camera (at no cost) for every 30 cameras in the field. This will enable Fontana PD to easily replace and assign cameras prior to an officer's shift if needed.

### **Out Years Pricing**

Years 2, 3, 4, and 5 have identical pricing structures for ongoing software, storage, and services. Please note that multiple items #'s appearing in the same cell designate the same item in years 2, 3, 4, and 5 of the term. The Software/Storage and Services in year 2-5 include:

- 200 Officer Safety Plan licenses
  - Includes professional access to Evidence.Com
  - TASER Assurance Plan
- Unlimited HD storage
- 5 Professional licenses
  - included storage (30 GB per user / 150 GB pooled)
- 200 CAD Integration licenses

### **Additional comments / included features, not mentioned above:**

- Under the Officer Safety Plan TASER CEW's are purchased for \$1,200 per officer
  - Compare to a new X26P with holster, dataport kit, battery, and extended warranty; list price of \$1,585.32 (total savings of \$77,064)

City of Fontana  
Request for Proposals for Body Worn Cameras | SP-98-PD-17

- Axon View Mobile Application – iOS and Android application to live stream and manually tag / categorize videos in the field
- Axon Capture Mobile Application – iOS and Android application to capture additional video, photos, and audio witness statements – data automatically uploads to Evidence.Com via LTE or Wi-Fi.
  - Replace and save budget on standalone digital cameras and voice recorders
- Integration and sharing with San Bernardino County DA's office.
  - San Bernardino has standardized on Evidence.Com
- Integration and sharing with other surrounding agencies already on Evidence.Com
- Axon University online learning management system
  - Includes instructional videos and continuing education related to Axon Body Worn cameras, Evidence.Com features, and online access to Customer Support
- Early Access to Device Upgrades (not available on Basic Plan)

Fontana PD's five-year total for the Officer Safety Plan is \$1,347,878.14. This represents a 20% discount from standard pricing. The Officer Safety Plan is a FIXED-cost plan with no additional costs during the term.

**2. Explain any aspects of the purchase system not otherwise covered in the agreement. Include any equipment refresh, support user licenses, professional services, or any other provisions. Include the costs associated with expanding the fleet or user base and the method for activating and paying for these increases.**

All aspects of the purchase system are referenced in our quotes including equipment refresh options and Professional Services options. If Fontana PD needs additional cameras or licenses for any reason during the term please reference the Axon Price Lists attached at the end of this proposal.

# Axon Enterprise, Inc.

Protect Life.

17800 N 85th St.  
Scottsdale, Arizona 85255  
United States  
Phone: (800) 978-2737  
Fax:

**Sid Lambert**  
(909) 350-7678  
slambert@fontana.org



## Quotation

**Quote:** Q-113829-3

**Date:** 5/9/2017 7:04 PM

**Quote Expiration:** 9/1/2017

**Contract Start Date\*:** 7/1/2017

**Contract Term:** 5 years

## AX Account Number:

107236

**Bill To:**  
Fontana Police Dept. - CA  
17005 Upland Avenue  
Fontana, CA 92335  
US

**Ship To:**  
Sid Lambert  
Fontana Police Dept. - CA  
17005 Upland Avenue  
Fontana, CA 92335  
US

SALESPERSON	PHONE	EMAIL	DELIVERY METHOD	PAYMENT METHOD
Ben Rubke	(415) 314-9573	brubke@axon.com	Fedex - Ground	Net 30

\*Note this will vary based on the shipment date of the product.

Year 1

Due Net 30

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	USD 0.00	USD 0.00
200	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	USD 0.00	USD 0.00
200	74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	USD 0.00	USD 0.00
200	11553	SYNC CABLE, USB A TO 2.5MM	USD 0.00	USD 0.00
34	74008	AXON DOCK, 6 BAY + CORE, AXON BODY 2	USD 1,495.00	USD 50,830.00
34	70033	WALL MOUNT BRACKET, ASSY, EVIDENCE.COM DOCK	USD 35.00	USD 1,190.00
200	11003	HANDLE, YELLOW, CLASS III, X26P	USD 0.00	USD 0.00
200	22501	HOLSTER, BLACKHAWK, RIGHT, X2, 44HT01BK-R-B	USD 0.00	USD 0.00
200	70116	PPM, SIGNAL	USD 0.00	USD 0.00
200	11004	WARRANTY, 4 YEAR, X26P	USD 0.00	USD 0.00
200	22013	KIT, DATAPORT DOWNLOAD, USB, X2/X26P	USD 0.00	USD 0.00
200	80075	OSP BWC & CEW BUNDLE: YEAR 1 PAYMENT	USD 1,188.00	USD 237,600.00
8,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80022	PRO EVIDENCE.COM LICENSE: YEAR 1 PAYMENT	USD 0.00	USD 0.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
205	80052	CAD/RMS SERVICE ADD-ON: YEAR 1 PAYMENT	USD 0.00	USD 0.00
1	85055	AXON FULL SERVICE	USD 0.00	USD 0.00
		<b>Year 1 Tax Amount:</b>		USD 22,445.56
		<b>Year 1 Discount:</b>		USD 169,338.00
		<b>Year 1 Net Amount Due Including Taxes:</b>		USD 312,065.56

Spares

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
6	74001	AXON CAMERA ASSEMBLY, ONLINE, AXON BODY 2, BLK	USD 0.00	USD 0.00
6	74020	MAGNET MOUNT, FLEXIBLE, AXON RAPIDLOCK	USD 0.00	USD 0.00
6	74021	MAGNET MOUNT, THICK OUTERWEAR, AXON RAPIDLOCK	USD 0.00	USD 0.00
6	11553	SYNC CABLE, USB A TO 2.5MM	USD 0.00	USD 0.00
		<b>Spares Tax Amount:</b>		USD 0.00
		<b>Spares Net Amount Due Including Taxes:</b>		USD 0.00

Year 2

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80076	OSP BWC & CEW BUNDLE: YEAR 2 PAYMENT	USD 1,188.00	USD 237,600.00
8,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80023	PRO EVIDENCE.COM LICENSE: YEAR 2 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
205	80053	CAD/RMS SERVICE ADD-ON: YEAR 2 PAYMENT	USD 0.00	USD 0.00
		<b>Year 2 Tax Amount:</b>		USD 18,595.35
		<b>Year 2 Discount:</b>		USD 36,900.00
		<b>Year 2 Net Amount Due Including Taxes:</b>		USD 258,535.35

Year 3

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80077	OSP BWC & CEW BUNDLE: YEAR 3 PAYMENT	USD 1,188.00	USD 237,600.00
8,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80024	PRO EVIDENCE.COM LICENSE: YEAR 3 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
205	80054	CAD/RMS SERVICE ADD-ON: YEAR 3 PAYMENT	USD 0.00	USD 0.00
		<b>Year 3 Tax Amount:</b>		USD 18,595.35
		<b>Year 3 Discount:</b>		USD 36,900.00
		<b>Year 3 Net Amount Due Including Taxes:</b>		USD 258,535.35

Year 4

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80078	OSP BWC & CEW BUNDLE: YEAR 4 PAYMENT	USD 1,188.00	USD 237,600.00
8,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80025	PRO EVIDENCE.COM LICENSE: YEAR 4 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
205	80055	CAD/RMS SERVICE ADD-ON: YEAR 4 PAYMENT	USD 0.00	USD 0.00
			<b>Year 4 Tax Amount:</b>	USD 18,595.35
			<b>Year 4 Discount:</b>	USD 36,900.00
			<b>Year 4 Net Amount Due Including Taxes:</b>	USD 258,535.35

Year 5

QTY	ITEM #	DESCRIPTION	NET UNIT PRICE	NET TOTAL
200	80079	OSP BWC & CEW BUNDLE: YEAR 5 PAYMENT	USD 1,188.00	USD 237,600.00
8,000	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
5	80026	PRO EVIDENCE.COM LICENSE: YEAR 5 PAYMENT	USD 468.00	USD 2,340.00
150	85110	EVIDENCE.COM INCLUDED STORAGE	USD 0.00	USD 0.00
205	80056	CAD/RMS SERVICE ADD-ON: YEAR 5 PAYMENT	USD 0.00	USD 0.00
			<b>Year 5 Tax Amount:</b>	USD 18,595.35
			<b>Year 5 Discount:</b>	USD 36,900.00
			<b>Year 5 Net Amount Due Including Taxes:</b>	USD 258,535.35

<b>Subtotal</b>	USD 1,249,380.00
<b>Estimated Shipping &amp; Handling Cost</b>	USD 1,671.18
<b>Estimated Tax</b>	USD 96,826.96
<b>Grand Total</b>	USD 1,347,878.14

## **Officer Safety Plan Includes:**

- Evidence.com Pro License
- Upgrades to your purchased AXON cameras and Docks at years 2.5 and 5 under TAP
- Extended warranties on AXON cameras and Docks for the duration of the Plan
- Unlimited Storage for your AXON devices and data from the Evidence Mobile App
- One TASER CEW of your choice with a 4 year extended warranty (5 years total of warranty coverage)
- One CEW holster and battery pack of your choice
- 40 GB of included storage for other digital media

Additional terms apply. Please refer to the Evidence.com Master Service Agreement for a full list of terms and conditions for the Officer Safety Plan.

## **Axon Body 2 Shipping**

Axon Body 2 is available for delivery between 8-10 weeks after purchase date. You will be notified if there are any delays. Axon reserves the right to make product changes without notice.

## **Signal Performance Power Magazine (SPPM) Pre-order**

Thank you for your interest in the Signal Performance Power Magazine (SPPM). This pre-order is a commitment to purchase the SPPM. The SPPM is available for delivery starting in November 2016. You will be notified if there are any delays. Axon reserves the right to make product changes without notice.

Estimated shipping USD 1,671.18

## **Axon Enterprise, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers**

By signing this Quote, you are entering into a contract and you certify that you have read and agree to the provisions set forth in this Quote and Axon's Master Services and Purchasing Agreement posted at [www.axon.com/legal](http://www.axon.com/legal). You represent that you are lawfully able to enter into contracts and if you are entering into this agreement for an entity, such as the company, municipality, or government agency you work for, you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, do not sign this Quote.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_  
**Name (Print):** \_\_\_\_\_ **Title:** \_\_\_\_\_  
**PO# (if needed):** \_\_\_\_\_

Quote: Q-113829-3

Please sign and email to Ben Rubke at brubke@axon.com or fax to

**THANK YOU FOR YOUR BUSINESS!**

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## 2017 Law Enforcement Agency Pricing – Axon Systems

### Axon Flex 2 Hardware and Accessories

Model	Product Description	Agency Price
11528	Axon Flex 2 Camera (online)	\$449.00 ea.
11529	Axon Flex 2 Camera (offline)	\$449.00 ea.
11532	Axon Flex 2 Controller	\$150.00 ea.
11544	Oakley Flak Jacket Kit, Axon Flex 2	\$149.00 ea.
11545	Collar Mount, Axon Flex 2	\$29.00 ea.
11554	Clip, Oakley, Axon Flex 2	\$9.00 ea.
11546	Epaulette Mount, Axon Flex 2	\$29.00 ea.
11547	Ballcap Mount, Axon Flex 2	\$19.00 ea.
11555	Mount, Ballistics Vest, Axon Flex 2	\$19.00 ea.
11548	Universal Helmet Mount, Axon Flex 2	\$19.00 ea.
11549	Tactical SWAT Kit with ARC Rail, Axon Flex 2	\$49.00 ea.
11533	Cable, Coiled, Straight to Right Angle, 48", Axon Flex 2	\$9.00 ea.
11534	USB Sync Cable, Axon Flex 2	\$9.00 ea.
73082	Wall Wart	\$9.00 ea.

\* Camera system, multi-mount, viewer, case.

### Axon Body 2 Hardware and Accessories

Model	Product Description	Agency Price
74001	Axon Body 2 Camera System (online)	\$399.00 ea.
74004	Axon Body 2 Camera System (offline)	\$399.00 ea.
74006	Axon Body 2 Battery	\$29.95 ea.
11553	USB Sync Cable	\$10.00 ea.

### Axon Body 2 and Flex 2 Controller Mounts \*\*

Model	Product Description	Agency Price
74006	Axon Body 2 Battery	\$29.95 ea.
74018	Z-Bracket, Men's, Axon RapidLock	\$29.95 ea.
74019	Z-Bracket, Women's Axon RapidLock	\$29.95 ea.
74020	Magnet, Flexible, Axon RapidLock	\$29.95 ea.
74021	Magnet, Outerwear, Axon RapidLock	\$29.95 ea.
74022	Small Pocket, 4" (10.1 cm), Axon RapidLock	\$29.95 ea.
74023	Large Pocket, 6" (15.2 cm), Axon RapidLock	\$29.95 ea.
11507	MOLLE Mount, Single, Axon RapidLock	\$29.95 ea.
11508	MOLLE Mount, Double, Axon RapidLock	\$39.95 ea.
11509	Belt Clip Mount, Axon RapidLock	\$29.95 ea.

\*\* Two mounts are included (a la carte) for \$0; \$29.95 for each additional mount.

### Axon Signal Hardware & Services

Model	Product Description	Agency Price
70112	Axon Signal unit (1 per car/motor)	\$279.00 ea.
70116	Axon Signal Performance Power Magazine (SPPM)	\$89.99 ea.
Service	Signal installation and/or training	Variable



#### Axon Fleet Cameras \*\*\*\*

Model	Product Description	Agency Price
Fleet Single Bundle	Axon Fleet Single Camera Bundle includes:****	\$399.00 ea.
74003	One Axon Fleet Camera****	included
74025	One Axon Fleet Mount Assembly	included
70112	One Axon Signal Unit	included
Fleet Double Bundle	Axon Fleet Double Camera Bundle includes:*****	\$499.00 ea
74003	Two Axon Fleet Cameras	included
74025	Two Axon Fleet Mount Assemblies	included
70112	One Axon Signal Unit	included

\*\*\*\* Requires a fleet license for the vehicle used with the Axon Fleet product.

\*\*\*\*\* This is a promotional price currently available for the Axon Fleet system.

#### Axon Fleet Accessories

Model	Product Description	Agency Price
74025	Axon Fleet Mount Assembly	\$79.95 ea.

#### Axon Dock Hardware

Model	Product Description	Agency Price
11536	1-bay + Core Axon Dock for Axon Flex 2	\$249.00 ea.
11537	6-bay + Core Axon Dock for Axon Flex 2	\$1,495.00 ea.
11538	1-bay for Axon Flex 2	\$249.00 ea.
11539	6-bay for Axon Flex 2	\$1,346.00 ea.
11541	1-bay T&E Dock for Axon Flex 2	\$249.00 ea.
11542	6-bay T&E Dock for Axon Flex 2	\$1,495.00 ea.
74009	1-bay + Core Axon Dock for Axon Body 2	\$249.00 ea.
74008	6-bay + Core Axon Dock for Axon Body 2	\$1,495.00 ea.
74011	1-bay for Axon Body 2	\$249.00 ea.
74010	6-bay for Axon Body 2	\$1,346.00 ea.
70027	Axon Dock Core, compatible with all 1-bays and 6-bays	\$149.00 ea.
70033	Wall mount, Axon Dock	\$35.00 ea.
70040	Desk plate, Axon Dock	\$35.00 ea.

#### Customer Care Extended Warranty

Model	Product Description	Agency Price
85070	TASER Assurance Plan Axon Body 2 annual payment	\$204.00 ea.
85054	TASER Assurance Plan Axon Flex 2 annual payment	\$276.00 ea.
85079	TASER Assurance Plan Axon Dock Single Bay annual payment	\$36.00 ea.
87026	TASER Assurance Plan Axon Dock 6-Bay annual payment	\$216.00 ea.
80118	2-Year Extended Warranty Axon Flex 2 Camera	\$299.95 ea.
87029	2-year Extended Warranty Axon Body 2 camera	\$199.95 ea.
87030	2-year Extended Warranty Axon Dock for Axon Body 2, single bay + core	\$129.90 ea.
87031	2-year Extended Warranty Axon Dock for Axon Body 2, 6-bay + core	\$499.90 ea.
80124	2-year Extended Warranty Axon Dock for Axon Flex 2, single bay + core	\$129.90 ea.
80125	2-year Extended Warranty Axon Dock for Axon Flex 2, 6-bay + core	\$499.90 ea.

#### Axon Fleet License & Storage Plans (one license per vehicle)\*

Model	Product Description	Agency Price
87010	Fleet Basic: 1 year (100 GB of included storage and Evidence.com basic license features)	\$300.00 ea
85161	Fleet Unlimited HD: 3 year (unlimited HD storage for Fleet cameras, Pro Evidence.com license features, extended Axon camera warranty)	\$1,404.00 ea
85162	Fleet Unlimited HD: 5 year (unlimited HD storage for Fleet cameras, Pro Evidence.com license features, extended Axon camera warranty)	\$2,340.00 ea.
85163	Fleet Unlimited HD, annual payment (unlimited HD storage for Fleet cameras, Pro Evidence.com license features, extended Axon camera warranty). Must purchase under a 3- or 5- year term	\$468.00 ea.



### Evidence.com Services

Model	Product Description	Agency Price
87001	Basic Evidence.com license: 1 year	\$180.00 ea.
88001	Standard Evidence.com license: 1 year	\$300.00 ea.
89001	Pro Evidence.com license: 1 year	\$468.00 ea.
85100	Evidence.com integration license, annual payment	\$180.00 ea.
85078	Ultimate Evidence.com annual payment*	\$660.00 ea.
85123	Evidence.com Unlimited Plan annual payment*	\$948.00 ea.
85130	Officer Safety Plan annual payment**	\$1,188.00 ea.
85035	Evidence.com storage (GB): 1 year	\$0.75 ea.
85055	Axon Full Service	\$15,000 ea.
85144	Axon Starter	\$2,500 ea.
85146	Axon 1-Day Service	\$2,000 ea.
N.A.	Basic remote support	Free
73094	Viewer (fees vary based on configuration needs, viewer desired, and market price)	Variable

\*This license tier is only available for 3-year or 5-year terms

\*\*This license tier is only available for 5-year terms.

**Freight Policy** Freight is the responsibility of the purchaser. All taxes, duties and customs, where applicable, are the responsibilities of the customer.

**Pricing** Pricing for Law Enforcement/Correctional Agencies Only. Must be a sworn law enforcement officer to purchase.

**Order Lead Time** 4 to 6 weeks ARO. **ALL SALES ARE FINAL.**

**For delivery status or information on how to place an order, call our sales department at 800-978-2737, fax: 480-991-0791**

Axon Enterprise, Inc.'s Sales Terms and Conditions for Direct Sales to End User Purchasers apply to all sales and are available at <http://www.axon.com/sales-terms-and-conditions>.

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